
LawVision Launches Innovative Lateral Talent Practice

[July 17, 2024] – LawVision has expanded its sought-after legal industry expertise with the addition of a pioneering service that dramatically increases a law firm's success rate related to lateral attorney acquisition, integration, and retention. Led by veteran attorney search expert [Laurie Caplane](#), the [Lateral Talent Practice](#) offers independent, vetted counsel and practical implementation guidance to help law firm leaders meet—if not exceed—strategic growth initiatives.

“I’ve had my eye on this gap in the consulting marketplace for years having witnessed the universal frustration of firm leadership,” said Caplane. “Joining the team at LawVision with this emphasis is a natural fit given their reputation as the global ‘go to’ resource for law firm executives focused on building market position, market share, revenue, profits, and client loyalty.”

Caplane brings decades of earned experience to LawVision having served in leadership for two global legal search firms. She has directed placements for Am Law 100 and 200 firms, including more than 180 placements per year throughout 20 U.S. markets, the United Kingdom, and Europe while overseeing 50 recruiters. Before her career in the legal industry, Caplane led business development and marketing efforts for Xerox Learning Systems, Citibank, and Arthur Andersen.

“Laurie’s decision to build on her success in legal search to serve this critical growth focus for firms is proof she is listening for and proactively solving market challenges,” said [Michael Short](#), co-founding principal of LawVision. “Firms using her established and proven methodologies for evaluating and improving all aspects of lateral hiring gain a distinct competitive advantage.”

LawVision Co-Founding Principal [Joseph Altonji](#) added: “Despite the hype—deserved or not—around technology like AI, most legal services are still human-driven. Ensuring the right people are on a firm’s team to provide the best possible client service is today’s differentiator, and Laurie’s industry intelligence and extensive experience are the resources they need to secure it.”

Incorporating lessons learned from first-hand knowledge of attorney departures, the [Lateral Talent Practice](#) will offer proprietary evaluative methodologies and custom implementation approaches related to lateral talent (partner and associate) strategy. **For more information, please contact Caplane directly: 917-757-4642 or lcaplane@lawvision.com.**

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About LawVision

LawVision is uniquely positioned to help law firm leaders tasked with operations and innovation in an increasingly competitive business environment. Internationally recognized for an ability to assist these leaders and their organizations strategically build market position, market share, revenue, profits, and client loyalty, LawVision’s consultants have more than 100 years of collective industry experience. Clients rely on them to help develop and implement bold, practical solutions as well as a process for managing change, with each solution tailored to integrate strategic direction, economics, culture, values, and potential. For more information, please visit lawvision.com.